

*Furnish this exhibit for EACH foreign principal listed in an initial statement
and for EACH additional foreign principal acquired subsequently.*

1. Name and address of registrant Gray and Company Public Communications International, Inc. 3255 Grace Street N.W. - The Power House, Washington, DC 20007	2. Registration No. 3301
3. Name of foreign principal ASOCOLFLORES (Asociation Colombiana de Exportadores de Flores)	4. Principal address of foreign principal Carrera 10 No. 82-35 Bogota, Colombia

5. Indicate whether your foreign principal is one of the following type:

☐ Foreign government

☐ Foreign political party

☒ Foreign or ☐ domestic organization: If either, check one of the following:

☐ Partnership

☐ Committee

☐ Corporation

☐ Voluntary group

☒ Association

☐ Other (specify) _____

☐ Individual—State his nationality _____

6. If the foreign principal is a foreign government, state:

a) Branch or agency represented by the registrant.

N/A

b) Name and title of official with whom registrant deals.

7. If the foreign principal is a foreign political party, state:

a) Principal address

b) Name and title of official with whom the registrant deals.

N/A

c) Principal aim

8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal

Foreign principal is a trade association in Colombia.

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Formerly OBD-67

b) Is this foreign principal


- Owned by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐
- Directed by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐
- Controlled by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐
- Financed by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐
- Subsidized in whole by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐
- Subsidized in part by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☒

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

ASOCOLFLORES is a private trade association which is a part of the larger Colombian Flower Growers' Association, comprised of approximately 400 members. Members of the parent association provide financial support of the organization through regular membership fees.

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

N/A

Date of Exhibit A	Name and Title	Signature
9/24/86	Richard McElheny Sr. Vice President	

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant

Gray and Company Public
Communications International, Inc.

Name of Foreign Principal

ASOOL FLORES (Asociation Colombiana
de Exportadores de Flores)

Check Appropriate Boxes:

1. ☒ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
2. ☐ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
3. ☐ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

Registrant will provide foreign principal with international trade policy counselling and services for which registrant will be paid a fixed monthly retainer plus payment for total actual staff hours and out-of-pocket expenses incurred on behalf of the foreign principal. The agreement covers a three month period but may be extended until such time as either party decides to provide the required 90 day advance written notice to terminate the agreement.

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5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

Registrant to provide trade policy consulting services on behalf of the foreign principal on matters relating to the methodology of administering trade complaint under U.S. law.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?¹
Yes ☒ No ☐

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

Registrant may contact by telephone, written correspondence, or personal visits appropriate Executive Branch officials or Congressional members and their staffs in representing the public relations/public affairs interests of the foreign principal.

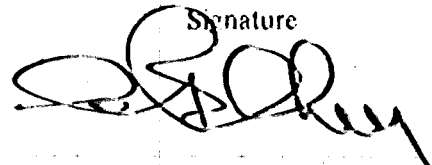
Date of Exhibit B

9/24/86

Name and Title

Richard McElheny
Sr. Vice President

Signature



¹Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of Government of a foreign country or a foreign political party.



GRAY AND COMPANY

ADMIRAL DANIEL J. MURPHY, USN (RET)
VICE CHAIRMAN

September 15, 1986

Mr. Jorge Enrique Uribe Salazar
Presidente Ejecutivo
ASOCOLFLORES
Asociacion Colombiana de Exportadores
de Flores
Carrera 10 No. 82-35
Bogota, Colombia

Dear Mr. Uribe:

Please accept this letter of agreement by which Gray and Company Public Communications International, Inc. ("Gray and Company") will provide international trade counseling and services to ASOCOLFLORES.

The fee for Gray and Company services will consist of a fixed fee of US \$42,500.00 to be paid in two installments of US \$21,250.00 each; the first payment on or before October 31, 1986, and the second payment on or before December 19, 1986.

Gray and Company cannot independently verify factual material supplied to it by ASOCOLFLORES and therefore ASOCOLFLORES will use its best efforts to ensure that all information provided to Gray and Company by ASOCOLFLORES, its agents, and its attorneys is true and correct and contains no misstatement or omission of material fact which would be misleading.

Gray and Company's activities hereunder on behalf of ASOCOLFLORES shall be subject to all applicable U.S. laws, including the Foreign Agents Registration Act and the Foreign Corrupt Practices Act. As applicable and pursuant to such laws, it is understood Gray and Company may be making reports of its activities to appropriate U.S. government regulatory agencies and that such reports will be available to the public.

This contract shall be effective beginning September 19, 1986 and ending December 19, 1986. If notice of termination is not given by either party in writing thirty (30) days prior to the expiration date, the contract will be extended, and may thereafter be terminated upon thirty (30) days' notice in writing by either party.

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Mr. Jorge Enrique Uribe Salazar
September 15, 1986
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This agreement represents the entire agreement of the parties and may be amended only by a writing signed by all parties. It shall be governed by and construed in accordance with the laws of the District of Columbia.

If you concur with the terms set forth above, please signify your acceptance by signing and returning to us the enclosed copy of this agreement.

GRAY AND COMPANY PUBLIC
COMMUNICATIONS INTERNATIONAL, INC.

By: _____
Daniel J. Murphy
Vice Chairman

ACCEPTED:

ASOCOLFLORES
Asociacion Colombiana de Exportadores de Flores

By: _____
Jorge Enrique Uribe Salazar
Presidente Ejecutivo

Date: _____